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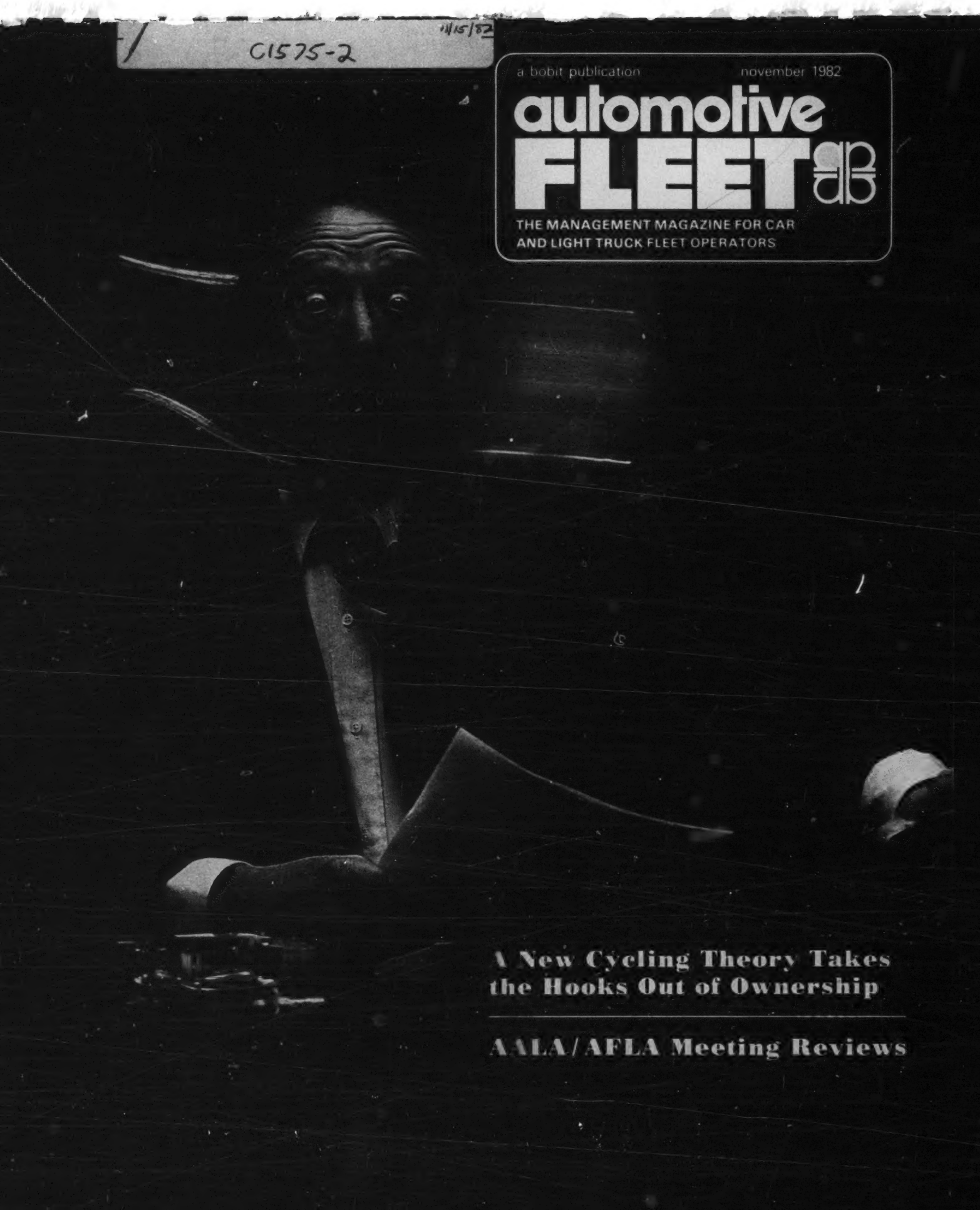
# automotive FLEET

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS



## A New Cycling Theory Takes the Hooks Out of Ownership

## AALA/AFLA Meeting Reviews

NOVEMBER 1982 VOL. 22, NO. 1

automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing over 3.4 million cars and 1.6 million light trucks and vans in leasing, rental, business, government, taxi, police, utility and driving schools.

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# NAFA/U.S. Government Operating Cost Comparison

Operating costs per mile of a 1981 model year compact car can be as much as three cents per mile less than that of a large car, according to a report from the Office of Highway Planning, Highway Statistics Division, Federal Highway Administration. The National Association of Fleet Administrators (NAFA) commented on this report and compared the results to a poll of Association members relating to operating costs of members' fleets performed earlier this year.

Titled "Cost of Owning and Operating Automobiles and Vans, 1982," the government's report selected five specific American-made motor vehicles of different sizes and classes and then reported their findings. A definition of the terms used in the report and findings is as follows:

Ownership costs are all expenses necessary for the operation of the car. Not only are the usual costs such as fuel, oil, tires, and scheduled maintenance included, the hidden costs of depreciation, insurance, registration and titling fees, and all sales and use taxes assessed on any of the above items is also included. Even while a vehicle sits unused, depreciation is occurring, insurance and registration is in effect; in other words, some small part of these expenses are incurred at all times during the ownership of the vehicle.

Not only are the factors previously mentioned considered, but allowances are made for variations in size, brand popularity, body style, color, and physical condition.

Useful vehicle life is defined as 12 years and 120,000 miles of driving. The number of miles driven starts at 14,500 miles for the first year, 13,700 for the second, 12,500 miles in the third year. Mileage further decreases with age.

The large car (previously known as a standard-size car) in the study weighs over 3500 pounds, is equipped with a V-eight engine and an automatic transmission, as well as power steering, power brakes, and air conditioning. The original cost of the vehicle was $9232.

The intermediate car weighs between 3000 and 3500 pounds, is equipped with a six cylinder engine and automatic transmission, power steering and brakes, and air conditioning. Its new cost was $7449.

The compact car weighs between 2500 and 3000 pounds, is equipped with a four cylinder engine mated to an automatic transmission, and has power brakes and air conditioning. The new cost was $7111.

The sub-compact vehicle, a five door hatchback, weighs less than 2500 pounds, has a four cylinder engine, standard transmission, and other standard features. Its new cost was $5625.

A 12-passenger van was also included in the test, but NAFA did not report those results.

Operating expenses were based on projected miles per gallon figures for fuel efficiency; large cars-17 mpg; intermediate cars-19; compact cars-24; sub-compacts-28; and vans-14. NAFA conducted a similar survey and concluded that these same figures were more properly: large cars-13.8 mpg; intermediates-17.3; compacts-18.6; and sub-compacts-22.9.

NAFA also concluded that by projecting the government's estimated operating expenses for a three year period, or driving 40,700 miles, the cost per mile figures determined by the Federal Highway Administration and the NAFA report were very close.

The figures and tables which follow give a comparison of the operating cost per mile as determined by both NAFA and the government. This is followed by a breakdown of the average costs for each of the first three years of operation, broken down by vehicle type.

An important commentary in the report deals with the reimbursement for business use of a personally owned vehicle. The government comments: "Employers commonly reimburse the costs for the use of an employee's personal car for business purposes. If a personally owned automobile is used only occasionally for business purposes, an amount necessary to cover out-of-pocket costs, tire wear, and general wear on the vehicle is generally considered sufficient.

"If the extent or type of use affects the insurance rate, or if it subjects the automobile to unusual loads and operating conditions, the reimbursements should be adjusted upward accordingly. Tolls and parking costs incurred in the course of such use should be paid separately and in full, regardless of per-mile reimbursements. If an employee's job is dependent on obtaining and using a personal vehicle on the employer's behalf, reimbursement on the basis of the employer's overall costs seems appropriate."

# Depreciation occurs even on a sitting vehicle.

## OPERATING EXPENSES
## (Cents Per Mile)

| Car Size | NAFA | FHWA |
|---|---|---|
| Large Car | .1213 | .1119 |
| Intermediate | .0973 | .1028 |
| Compact | .0911 | .0828 |
| Sub-Compact | .0818 | .0625 |

## TABLE I
## Estimated Cost of Owning and Operating A Large-Size 1981 Model Automobile
### (Total Costs in Dollars, Costs Per Mile in Cents)

| Item | First Year (14,500 Miles) | | Second Year (13,700 Miles) | | Third Year (12,500 Miles) | |
|---|---|---|---|---|---|---|
| | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile |
| Cost Excluding Taxes: | | | | | | |
| Depreciation | 2,457.00 | 16.94 | 1,421.00 | 10.37 | 1,208.00 | 9.66 |
| Scheduled Maintenance | (96.85) | (.66) | (194.95) | (1.42) | (287.46) | (2.30) |
| Nonscheduled Repairs and Maintenance | (86.75) | (.46) | (117.58) | (.86) | (430.44) | (3.44) |
| Total Repairs and Maintenance | 165.60 | 1.14 | 312.50 | 2.28 | 717.90 | 5.74 |
| Replacement Tires | 21.01 | .14 | 19.80 | .14 | 29.34 | .23 |
| Accessories | 11.89 | .08 | 11.37 | .08 | 10.85 | .09 |
| Gasoline | 1,099.66 | 7.17 | 982.39 | 7.17 | 896.33 | 7.17 |
| Oil | 11.25 | .08 | 20.25 | .15 | 20.25 | .16 |
| Insurance | 461.00 | 3.18 | 445.00 | 3.25 | 445.00 | 3.56 |
| Parking and Tolls | 113.68 | .78 | 107.10 | .78 | 97.71 | .78 |
| Total | 4,281.12 | 29.51 | 3,319.41 | 24.22 | 3,417.18 | 27.33 |
| Taxes and Fees: | | | | | | |
| State: | | | | | | |
| Gasoline | 76.76 | .53 | 72.53 | .53 | 66.18 | .53 |
| Registration | 20.00 | .14 | 20.00 | .15 | 20.00 | .16 |
| Titling | 481.60 | 3.18 | — | — | — | — |
| Operating Cost Sales Tax 2/ | (.09) | — | (.72) | (.01) | (10.33) | (.08) |
| Nonoperating Cost Sales Tax | (.90) | (.01) | (2.29) | (.02) | (2.78) | (.02) |
| Total Sales Tax | .99 | .01 | 3.01 | .03 | 13.11 | .10 |
| Subtotal | 550.35 | 3.86 | 95.54 | .71 | 99.29 | .79 |
| Federal: | | | | | | |
| Gasoline | 34.12 | .24 | 32.24 | .24 | 29.41 | .24 |
| Oil 2/ | .08 | — | .14 | — | .14 | — |
| Tires | 4.63 | .03 | 4.57 | .03 | 4.13 | .03 |
| Subtotal | 39.03 | .27 | 36.95 | .27 | 33.68 | .27 |
| Total Taxes | 589.38 | 4.13 | 132.49 | .98 | 132.97 | 1.06 |
| Operating Costs | 3,511.24 | 24.21 | 2,894.61 | 15.29 | 1,985.89 | 15.72 |
| Ownership Costs | 1,368.28 | 9.43 | 1,357.29 | 9.91 | 1,584.26 | 12.67 |
| Total of All Costs | 4,879.50 | 33.64 | 3,451.90 | 25.20 | 3,550.15 | 28.39 |

2/ Where costs per mile are less than .005 cents, a dash (—) appears in the column.

## TABLE 2
## Estimated Cost of Owning and Operating An Intermediate-Size 1981 Model Automobile
### (Total Costs in Dollars, Costs Per Mile in Cents)

| Item | First Year (14,500 Miles) | | Second Year (13,700 Miles) | | Third Year (12,500 Miles) | |
|---|---|---|---|---|---|---|
| | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile |
| Cost Excluding Taxes: | | | | | | |
| Depreciation | 1,849.00 | 12.75 | 1,050.00 | 7.66 | 915.00 | 7.32 |
| Scheduled Maintenance | (102.85) | (.71) | (193.20) | (1.41) | (286.58) | (2.29) |
| Nonscheduled Repairs and Maintenance | (86.75) | (.46) | (115.55) | (.84) | (438.69) | (3.51) |
| Total Repairs and Maintenance | 189.60 | 1.17 | 308.75 | 2.25 | 725.27 | 5.80 |
| Replacement Tires | 14.02 | .10 | 13.21 | .10 | 12.05 | .10 |
| Accessories | 12.11 | .08 | 11.59 | .08 | 10.84 | .09 |
| Gasoline | 930.34 | 6.42 | 879.02 | 6.42 | 801.98 | 6.42 |
| Oil | 11.25 | .08 | 20.25 | .15 | 20.25 | .16 |
| Insurance | 461.00 | 3.18 | 445.00 | 3.25 | 445.00 | 3.56 |
| Parking and Tolls | 113.68 | .78 | 107.10 | .78 | 97.71 | .78 |
| Total | 3,561.00 | 24.56 | 2,834.92 | 20.69 | 3,028.10 | 24.23 |
| Taxes and Fees: | | | | | | |
| State: | | | | | | |
| Gasoline | 68.68 | .47 | 64.90 | .47 | 59.21 | .47 |
| Registration | 20.00 | .14 | 20.00 | .15 | 20.00 | .16 |
| Titling | 372.45 | 2.57 | — | — | — | — |
| Operating Cost Sales Tax 2/ | (.09) | — | (.72) | (.01) | (10.75) | (.08) |
| Nonoperating Cost Sales Tax | (.92) | (.01) | (2.01) | (.01) | (2.55) | (.02) |
| Total Sales Tax | 1.01 | .01 | 2.73 | .02 | 13.30 | .11 |
| Subtotal | 462.15 | 3.19 | 87.63 | .64 | 92.51 | .74 |
| Federal: | | | | | | |
| Gasoline | 30.53 | .21 | 29.84 | .21 | 26.32 | .21 |
| Oil 2/ | .08 | — | .14 | — | .14 | — |
| Tires | 3.25 | .02 | 3.06 | .02 | 2.81 | .02 |
| Subtotal | 33.86 | .23 | 32.04 | .23 | 29.27 | .23 |
| Total Taxes | 496.01 | 3.42 | 119.67 | .87 | 121.78 | .97 |
| Operating Costs | 1,238.68 | 8.54 | 1,232.79 | 9.00 | 1,489.91 | 11.76 |
| Ownership Costs | 2,818.33 | 19.44 | 1,721.90 | 12.56 | 1,679.97 | 13.44 |
| Total of All Costs | 4,057.01 | 27.98 | 2,954.59 | 21.56 | 3,149.88 | 25.20 |

## TABLE 3
## Estimated Cost of Owning and Operating A Compact-Size 1981 Model Automobile
### (Total Costs in Dollars, Costs Per Mile in Cents)

| Item | First Year (14,500 Miles) | | Second Year (13,700 Miles) | | Third Year (12,500 Miles) | |
|---|---|---|---|---|---|---|
| | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile |
| Cost Excluding Taxes: | | | | | | |
| Depreciation | 1,206.00 | 8.32 | 884.00 | 7.18 | 730.00 | 5.84 |
| Scheduled Maintenance | (96.10) | (.66) | (172.10) | (1.25) | (208.64) | (1.67) |
| Nonscheduled Repairs and Maintenance | (67.00) | (.46) | (117.80) | (.86) | (380.67) | (2.80) |
| Total Repairs and Maintenance | 132.10 | .92 | 289.90 | 2.12 | 569.47 | 4.56 |
| Replacement Tires | 13.85 | .10 | 13.05 | .10 | 11.91 | .10 |
| Accessories | 14.44 | .10 | 13.78 | .10 | 12.84 | .10 |
| Gasoline | 736.52 | 5.08 | 695.81 | 5.08 | 634.66 | 5.08 |
| Oil | 11.25 | .08 | 20.25 | .15 | 20.25 | .16 |
| Insurance | 461.00 | 3.18 | 445.00 | 3.25 | 445.00 | 3.56 |
| Parking and Tolls | 113.68 | .78 | 107.10 | .78 | 97.71 | .78 |
| Total | 2,889.84 | 19.56 | 2,568.89 | 18.76 | 2,522.04 | 20.18 |
| Taxes and Fees: | | | | | | |
| State: | | | | | | |
| Gasoline | 54.38 | .38 | 51.37 | .37 | 46.87 | .37 |
| Registration | 20.00 | .14 | 20.00 | .15 | 20.00 | .16 |
| Titling | 356.55 | 2.45 | — | — | — | — |
| Operating Cost Sales Tax 2/ | (.10) | — | (.73) | (.01) | (6.25) | (.05) |
| Nonoperating Cost Sales Tax | (1.00) | (.01) | (1.27) | (.01) | (2.32) | (.02) |
| Total Sales Tax | 1.10 | .01 | 2.00 | .02 | 8.57 | .07 |
| Subtotal | 431.00 | 2.96 | 73.37 | .54 | 75.44 | .60 |
| Federal: | | | | | | |
| Gasoline | 24.17 | .17 | 22.83 | .17 | 20.83 | .17 |
| Oil 2/ | .08 | — | .14 | — | .14 | — |
| Tires | 2.96 | .02 | 2.83 | .02 | 2.57 | .02 |
| Subtotal | 27.24 | .19 | 25.80 | .19 | 23.54 | .19 |
| Total Taxes | 458.27 | 3.17 | 99.17 | .73 | 98.98 | .79 |
| Operating Costs | 1,684.92 | 7.87 | 1,031.91 | 7.54 | 1,202.26 | 9.62 |
| Ownership Costs | 2,124.09 | 14.66 | 1,636.15 | 11.95 | 1,419.76 | 11.35 |
| Total of All Costs | 3,148.11 | 21.73 | 2,668.06 | 19.49 | 2,621.02 | 20.97 |

## TABLE 4
## Estimated Cost of Owning and Operating A Subcompact-Size 1981 Model Automobile
### (Total Costs in Dollars, Costs Per Mile in Cents)

| Item | First Year (14,500 Miles) | | Second Year (13,700 Miles) | | Third Year (12,500 Miles) | |
|---|---|---|---|---|---|---|
| | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile | Total Cost | Cost Per Mile |
| Cost Excluding Taxes: | | | | | | |
| Depreciation | 956.00 | 6.59 | 776.00 | 5.66 | 580.00 | 4.64 |
| Scheduled Maintenance | (96.85) | (.67) | (177.85) | (1.30) | (205.53) | (1.64) |
| Nonscheduled Repairs and Maintenance | (67.00) | (.46) | (113.80) | (.83) | (304.98) | (2.44) |
| Total Repairs and Maintenance | 163.85 | 1.13 | 291.65 | 2.13 | 510.51 | 4.08 |
| Replacement Tires | 12.40 | .09 | 11.68 | .09 | 10.65 | .09 |
| Accessories | 14.96 | .10 | 14.27 | .10 | 13.29 | .11 |
| Gasoline | 631.32 | 4.35 | 596.46 | 4.35 | 544.16 | 4.35 |
| Oil | 9.80 | .08 | 19.00 | .13 | 18.00 | .14 |
| Insurance | 415.00 | 2.86 | 401.00 | 2.93 | 401.00 | 3.21 |
| Parking and Tolls | 113.68 | .78 | 107.10 | .78 | 97.71 | .78 |
| Total | 2,316.21 | 15.96 | 2,216.16 | 16.17 | 2,175.32 | 17.40 |
| Taxes and Fees: | | | | | | |
| State: | | | | | | |
| Gasoline | 46.61 | .32 | 44.04 | .32 | 40.18 | .32 |
| Registration | 20.00 | .14 | 20.00 | .15 | 20.00 | .16 |
| Titling | 281.25 | 1.94 | — | — | — | — |
| Operating Cost Sales Tax 2/ | (.10) | — | (.53) | — | (6.98) | (.06) |
| Nonoperating Cost Sales Tax | (1.06) | (.01) | (1.67) | (.01) | (1.66) | (.01) |
| Total Sales Tax | 1.16 | .01 | 2.20 | .01 | 8.64 | .07 |
| Subtotal | 349.02 | 2.41 | 66.24 | .48 | 60.82 | .55 |
| Federal: | | | | | | |
| Gasoline | 20.72 | .14 | 19.57 | .14 | 17.86 | .14 |
| Oil 2/ | .05 | — | .12 | — | .12 | — |
| Tires | 2.33 | .02 | 2.20 | .02 | 2.00 | .02 |
| Subtotal | 23.11 | .16 | 21.89 | .16 | 19.98 | .16 |
| Total Taxes | 372.13 | 2.57 | 88.13 | .64 | 80.80 | .71 |
| Operating Costs | 933.22 | 6.29 | 913.50 | 6.66 | 1,040.64 | 8.34 |
| Ownership Costs | 1,785.12 | 12.31 | 1,390.79 | 10.15 | 1,221.48 | 9.77 |
| Total of All Costs | 2,688.34 | 18.53 | 2,304.29 | 16.81 | 2,264.12 | 18.11 |

# High Retained Value For Fleets

Peterson, Howell, & Heather, the Baltimore based fleet leasing and management company reports that the 18 month period from January, 1981 through June, 1982 has seen an increase in the value retained in its used car sales to 51 percent. This is compared to a retained value of only 41 percent for the previous 18 months (June, 1979 through December, 1980).

Their report continues: "The retained value has risen while a number of factors were confusing the business and retail car environment. Within this environment there were many cost factors which were out of your (the fleet administrator's-Ed.) control, but there were several which you did control. There was not much you could do about the price of gasoline which since the month of January, 1981 went from 128.8 cents/gallon up to 139.7 cents/gallon and then back down to where it began. Interest rates remained high during this period while new car prices rose 11 percent. High interest rates and prices contributed to the decline in new car sales. These factors were outside your control.

"During that time you did increase the new car buy ratio of four cylinder cars from 32 percent to 52 percent of your fleet, and reduced six cylinder cars from 61 percent to 41 percent (with eights staying at 7 percent), thus fighting back the rising price of gasoline. As the used car market dried up when people stopped trading in their old cars for new ones, the cars in your fleet became very attractive in the used car market because they appeared there in increasing numbers with economical four and six cylinder engines and because you held down the months in service to an auction-appetizing 26.9 months. Also, many of you are using our Employee Lease/Buy program to maximize the sale of used cars. As the chart shows, making the right, and often tough, decisions over the past 18 months has paid you dividends in the used car market."

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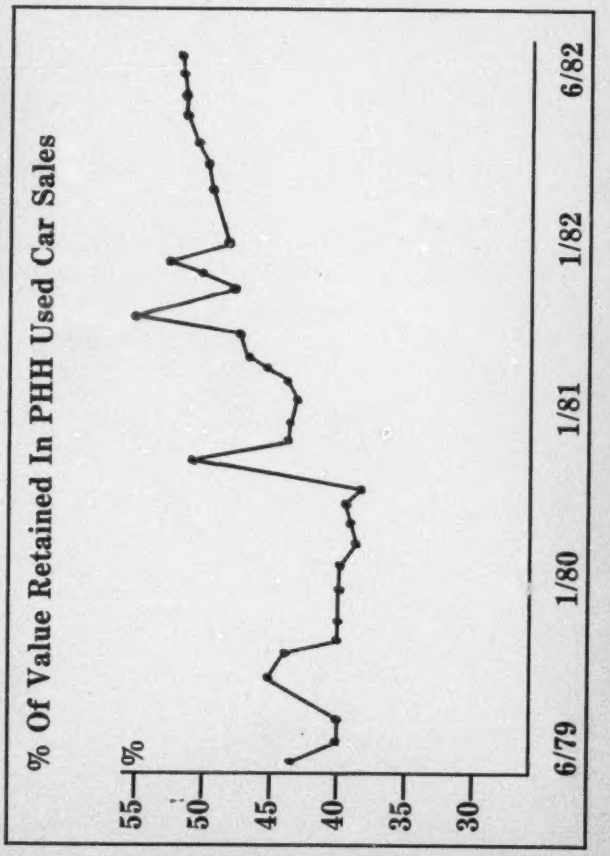

# Compare your costs to the national averages.

| PERIOD COVERED | CURRENT MONTH | YEAR TO DATE | TWELVE MONTHS (Ending) | YOUR COMPANY COSTS |
|---|---|---|---|---|
| | JUNE 1982 | JAN 82 – JUNE 82 | JUNE 1982 | |
| ORIGINAL COST OF CARS IN SERVICE | Average Per Car | Average Per Car | Average Per Car | Average Per Car |
| | $8,176 | $7,906 | $7,742 | |

| MONTHLY MILEAGE RATE | Per Car Month | Per Car Month | Per Car Month | Per Car Month |
|---|---|---|---|---|
| Business | 1,928 | 1,826 | 1,844 | |
| Personal | 341 | 298 | 324 | |
| Total Miles | 2,269 | 2,124 | 2,168 | |

| RUNNING EXPENSES | Per Car Month | Cents Per Mile | Per Car Month | Cents Per Mile | Per Car Month | Cents Per Mile | Per Car Month | Cents Per Mile |
|---|---|---|---|---|---|---|---|---|
| Gasoline | $152.10 | 6.70 ¢ | $145.29 | 6.84 ¢ | $ 155.22 | 7.16 ¢ | $ | ¢ |
| Oil | 2.35 | .10 | 2.38 | .11 | 2.38 | .11 | | |
| Maintenance & repairs — Expenses | 29.58 | 1.30 | 31.45 | 1.48 | 30.08 | 1.39 | | |
| Maintenance & repairs — Warranty Recovery | (1.10) | (.05) | (.39) | (.02) | (.20) | (.01) | | |
| Tires & tire repairs | 12.10 | .53 | 12.97 | .61 | 12.96 | .60 | | |
| TOTAL RUNNING EXPENSES | 195.03 | 8.58 | 191.70 | 9.02 | 200.44 | 9.25 | | |
| **STANDING EXPENSES** | | | | | | | | |
| Interest & Service Fees | (Add your interest & service fees for comparison) | | | | | | | |
| Provision for Depreciation | 168.08 | 7.41 | 163.00 | 7.67 | 159.03 | 7.34 | | |
| Depreciation Adjustment - Cars Sold | (22.30) | (.98) | (24.36) | (1.15) | (18.14) | (.84) | | |
| Manufacturers Allowances* | (.12) | (.01) | (.06) | .00 | (.22) | (.01) | | |
| License & Taxes | 12.91 | .57 | 13.69 | .64 | 12.12 | .56 | | |
| Insurance | 22.20 | .98 | 21.70 | 1.02 | 21.58 | 1.00 | | |
| Accident & Theft Loss — Expense | 12.70 | .56 | 12.59 | .59 | 12.18 | .56 | | |
| Accident & Theft Loss — Recovery | (.28) | (.01) | (2.73) | (.13) | (2.47) | (.11) | | |
| Miscellaneous | .69 | .03 | .81 | .04 | .69 | .03 | | |
| TOTAL STANDING EXPENSES | 193.88 | 8.55 | 184.64 | 8.68 | 184.77 | 8.53 | | |
| **INCIDENTAL EXPENSES** | | | | | | | | |
| Parking & storage | 10.25 | .45 | 9.67 | .46 | 9.54 | .44 | | |
| Washing | 6.54 | .29 | 6.19 | .29 | 6.10 | .28 | | |
| Tolls | 4.17 | .18 | 3.94 | .19 | 4.04 | .19 | | |
| TOTAL INCIDENTAL EXPENSES | 20.96 | .92 | 19.80 | .94 | 19.68 | .91 | | |
| **TOTAL EXPENSES** | $409.87 | 18.05 ¢ | $396.14 | 18.64 ¢ | $ 404.89 | 18.69 ¢ | $ | ¢ |
| less Personal use credit | (56.69) | (2.50) | (48.92) | (2.30) | (48.68) | (2.25) | | |
| less Extra equipment credit | (.16) | (.01) | (.55) | (.03) | (.40) | (.02) | | |
| **TOTAL COST TO COMPANY** | $353.02 | 15.54 ¢ | $346.67 | 16.31 ¢ | $ 355.81 | 16.42 ¢ | $ | ¢ |
| **ANALYSIS OF GAS & OIL** | Miles Gal./Qt | Cost Gal./Qt | Miles Gal./Qt | Cost Gal./Qt | Miles Gal./Qt | Cost Gal./Qt | Miles Gal./Qt | Gal./Qt Cost |
| Gasoline | 19.3 | 129.7 | 19.3 | 131.8 | 18.9 | 135.5 | | |
| Oil | 1585 | 164.0 | 1456 | 163.3 | 1475 | 162.0 | | |

* Includes only those allowances not used to reduce capitalized cost.

| DEPRECIATION ANALYSIS | Average Per Car Sold | Average Per Car Sold | Average Per Car Sold | Average Per Car Sold |
|---|---|---|---|---|
| Months in Service | 26.1 | 26.8 | 26.7 | |
| Original Purchase Cost | $ 7,113 | $ 6,855 | $ 6,691 | $ |
| Net Resale Price | $ 3,778 | $ 3,570 | $ 3,491 | $ |
| Total Depreciation | $ 3,335 | $ 3,285 | $ 3,200 | $ |
| Depreciation Rates — $ Per Month | 127.78 | 122.57 | 119.84 | |
| Depreciation Rates — % Per Month | 1.80 | 1.79 | 1.79 | |

# Calendar

## NOVEMBER

**4-7** — Western Regional State Conference of CATRALA's, MGM Grand Hotel, Reno, NV

**7-10** — National Automotive Conference, Daytona Hilton, Daytona Beach, FL

**8-12** — SAE National Truck Meeting, Indianapolis Hilton, Indianapolis, IN

**8-9** — Automotive Fleet Management Seminar, Howard Johnson's, Orlando, FL

**9** — Vehicle Maintenance Report System (VMRS) for Personal Computers, Airport Sheraton, Philadelphia, PA

**9-10** — NAFA Regional Seminar, City Line Marriot, Philadelphia, PA

**16** — VMRS for Personal Computers, Sheraton Century City, Atlanta, GA

**17-18** — International Symposium on Alcohol and Driving, Shoreham Hotel, Washington D.C.

**17-19** — NAFA Regional Seminar, Opryland Hotel, Nashville, TN

**23** — VMRS for Personal Computers, Mariott-O'Hare, Chicago, IL

**29-Dec. 3** — NAFA Seminar: Basic Principles of the Operation of Today's Motor Vehicle, American Airlines Plaza, Fort Worth, TX

## JANUARY

**10-12** — Winter Driving Workshop, National Safety Council, Chicago, IL

**12** — SAE Special Conference on Highway Vehicle Maintenance Technology, Hyatt Regency, Chicago, IL

**23-27** — AALA Annual National Convention, Camelback Lodge, Scottsdale, AZ

# Gas Prices

| City | UNLEADED Self-Serve | UNLEADED Full-Serve | Diesel |
|---|---|---|---|
| Atlanta | 124.4 | 136.9 | 119.6 |
| Boston | 123.4 | 133.3 | 128.9 |
| Chicago | 126.5 | 143.3 | 141.0 |
| Dallas | 117.7 | 135.9 | 121.3 |
| Denver | 129.3 | 139.2 | 130.3 |
| Detroit | 128.7 | 142.0 | 126.9 |
| Kansas City | 126.2 | 139.2 | 118.6 |
| Los Angeles | 129.3 | 144.9 | 118.7 |
| Minneapolis | 129.9 | 146.7 | 132.2 |
| New York City | 133.1 | 141.2 | 133.9 |
| Phoenix | 125.5 | 141.9 | 126.9 |
| Pittsburgh | 122.6 | 129.6 | 121.9 |
| San Francisco | 136.6 | 148.0 | 132.5 |
| Seattle/Tacoma | 126.3 | 144.4 | 121.9 |
| U.S.A. Average | 123.8 | 140.7 | 119.7 |

All prices effective as of October 14, 1982.

Prices supplied by Barry Stevens, Forekay Associates, Burlington, WI.


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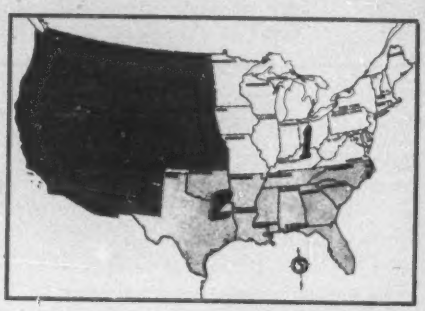
# Used Cars



The following are average car prices for the period ending October 13. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in AUTOMOTIVE FLEET by special permission of Automotive Market Report.

| Model | AVERAGE AUCTION PRICE Zone 1 | Zone 2 | Zone3 |
|---|---|---|---|
| **81 AMC PACER** | | | |
| D/L Cpe | 3910 | 3948 | 3869 |
| **80 AMC PACER** | | | |
| D/L Cpe | 3056 | 3088 | 3027 |
| Wagon | 3194 | 3225 | 3162 |
| **81 CONCORD** | | | |
| Sdn6-4 | 4255 | 4298 | 4211 |
| Sta Wgn-30 | 4479 | 4523 | 4433 |
| **81 BUICK SKYLARK** | | | |
| Sdn | 5029 | 5079 | 4979 |
| **81 BUICK REGAL** | | | |
| Turbo Cpe | 6778 | 6848 | 6712 |
| Cpe | 6444 | 6511 | 6382 |
| **80 BUICK REGAL** | | | |
| Turbo Cpe | 5929 | 5988 | 5869 |
| Cpe | 5651 | 5708 | 3595 |
| **81 BUICK LESABRE** | | | |
| Sdn | 6276 | 6339 | 6213 |
| **81 CADILLAC** | | | |
| Cpe DeVille | 10180 | 10283 | 10078 |
| Sdn DeVille | 10114 | 10217 | 10015 |
| **80 CADILLAC** | | | |
| Cpe DeVille | 8674 | 8761 | 8586 |
| **81 CHEVY** | | | |
| Chvt Htchbk | 3515 | 3550 | 3480 |
| Camaro Cpe8 | 6268 | 6331 | 6206 |
| **80 CHEVY** | | | |
| Chvt Htchbk | 2909 | 2939 | 2880 |
| Camaro Cpe8 | 5375 | 5428 | 5321 |
| **81 CHEVY CITATION** | | | |
| Cpe 6 | 4427 | 4470 | 4381 |
| **80 CHEVY CITATION** | | | |
| Sdn Htchbk | 3828 | 3866 | 3790 |
| **81 CHEVY MALIBU** | | | |
| Cpe | 5210 | 5262 | 5159 |
| Sdn | 5122 | 5174 | 5070 |
| Clas Cpe | 5518 | 5574 | 5463 |
| **80 CHEVY MALIBU** | | | |
| Cpe | 4420 | 4262 | 4179 |
| Sdn | 4132 | 4175 | 4090 |
| Clas Cpe | 4568 | 4614 | 4522 |
| **81 CHEVY MONTE CARLO** | | | |
| Cpe | 6113 | 6175 | 6052 |
| **80 CHEVY MONTE CARLO** | | | |
| Cpe | 5195 | 5245 | 5143 |
| **81 CHEVY IMPALA** | | | |
| Sdn | 5709 | 5767 | 5652 |
| Cpe | 5736 | 5793 | 5678 |
| Imp Wgn 9 | 5887 | 5945 | 5828 |
| **80 CHEVY IMPALA** | | | |
| Sdn | 4661 | 4707 | 4612 |
| Cpe | 4677 | 4724 | 4630 |
| Est Wgn 9 | 5491 | 5544 | 5437 |
| **81 CHRYSLER** | | | |
| Npt Sdn | 5748 | 5804 | 5690 |
| **80 CHRYSLER** | | | |
| Npt Sdn | 4450 | 4496 | 4406 |
| **81 DODGE OMNI** | | | |
| 4 Dr Htchbk | 3738 | 3775 | 3700 |
| **80 DODGE OMNI** | | | |
| 4 Dr Htchbk | 3443 | 3479 | 3411 |
| **80 DODGE ASPEN** | | | |
| Sdn 6 | 3522 | 3557 | 3488 |
| **81 DODGE DIPLOMAT** | | | |
| Sln Cpe | 5070 | 5121 | 5019 |
| Sln Sdn | 5070 | 5121 | 5019 |
| **80 DODGE DIPLOMAT** | | | |
| Cpe | 4099 | 4139 | 4058 |
| Sdn | 4099 | 4139 | 4058 |
| **80 FORD PINTO** | | | |
| Cpe | 2520 | 2546 | 2495 |
| Sta Wgn | 2734 | 2760 | 2706 |
| **81 FORD FAIRMONT** | | | |
| Sdn 4 Dr | 4285 | 4328 | 4241 |
| **80 FORD FAIRMONT** | | | |
| Sdn 4 Dr | 3505 | 3541 | 3471 |
| **81 FORD MUSTANG** | | | |
| Cpe 4 | 4607 | 4653 | 4562 |
| **80 FORD MUSTANG** | | | |
| Cpe 4 | 3792 | 3830 | 3754 |
| **81 FORD GRANADA** | | | |
| Sdn 8-L | 4879 | 4927 | 4831 |
| **80 FORD GRANADA** | | | |
| Sdn 8 | 3852 | 3892 | 3815 |
| **81 FORD LTD** | | | |
| Sdn | 5742 | 5799 | 5683 |
| **80 FORD LTD** | | | |
| Sdn | 4572 | 4618 | 4526 |
| **81 FORD ESCORT** | | | |
| Sdn 4 Dr | 3994 | 4034 | 3954 |
| **81 FORD CROWN VIC** | | | |
| Sdn | 6317 | 6382 | 6255 |
| **80 FORD CROWN VIC** | | | |
| Sdn | 5037 | 5088 | 4987 |
| **81 FORD THUNDERBIRD** | | | |
| Cpe | 5993 | 6052 | 5933 |
| **80 FORD THUNDERBIRD** | | | |
| Cpe | 5005 | 5055 | 4955 |
| **81 MERCURY ZEPHYR** | | | |
| Sdn 2 Dr | 4324 | 4367 | 4281 |
| **80 MERCURY MONARCH** | | | |
| Sdn | 3889 | 3928 | 3848 |
| **81 MERCURY MARQUIS** | | | |
| Sdn | 6008 | 6069 | 5948 |
| **80 MERCURY MARQUIS** | | | |
| Cpe | 4736 | 4784 | 4690 |
| Sdn | 4758 | 4805 | 4710 |
| Wgn-2 | 4816 | 4864 | 4769 |
| **81 OLDS CUTLASS** | | | |
| Sdn | 6073 | 6132 | 6011 |
| Sup Cpe | 6444 | 6511 | 6011 |
| **80 OLDS CUTLASS** | | | |
| Cpe Sln | 4661 | 4708 | 4615 |
| Sup Cpe | 5658 | 5716 | 5602 |
| **81 OLDS DELTA** | | | |
| Sdn | 6276 | 6339 | 6213 |
| Cpe | 6300 | 6363 | 6237 |
| **80 OLDS DELTA** | | | |
| Sdn | 4936 | 4987 | 4887 |
| Cpe | 4963 | 5011 | 4912 |
| **81 PLYMOUTH HORIZON** | | | |
| 4 Dr Htchbk | 3738 | 3775 | 3700 |
| **80 PLYMOUTH VOLARE** | | | |
| Cpe | 3522 | 3557 | 3488 |
| Sdn | 3522 | 3557 | 3488 |
| **81 PLYMOUTH RELIANT** | | | |
| Cpe | 5140 | 5192 | 5089 |
| **81 PONTIAC FIREBIRD** | | | |
| Cpe 8 | 6325 | 6389 | 6262 |
| **81 PONTIAC LEMANS** | | | |
| Cpe 8 | 5407 | 5464 | 5355 |
| **81 PONTIAC PHOENIX** | | | |
| Cpe 6 | 4924 | 4974 | 4875 |
| **81 PONTIAC CATALINA** | | | |
| Sdn | 5914 | 5973 | 5854 |
| Bonneville Sdn | 6528 | 6592 | 6462 |
| **81 VOLKSWAGEN RABBITT** | | | |
| Cpe | 5125 | 5176 | 5274 |
| **81 VOLKSWAGEN SCIROCCO** | | | |
| Cpe | 6800 | 6868 | 6997 |
| **IMPORTS** | | | |
| **81 DATSUN** | | | |
| 210 Std 2 Dr | 4070 | 4111 | 4188 |
| 510 2 Dr | 5220 | 5272 | 5371 |
| 810 Sdn 4 Dr | 7025 | 7095 | 7229 |
| **80 DATSUN** | | | |
| 210 Std 2 Dr | 3379 | 3414 | 3477 |
| 510 2 Dr | 4186 | 4229 | 4309 |
| 810 Sdn 4 Dr | 5446 | 5501 | 5604 |
| **81 TOYOTA** | | | |
| Corolla 2 Dr | 4920 | 4969 | 5063 |
| Celica St Spt Cpe | 5900 | 5959 | 6071 |
| Corona Sdn 4 Dr | 5725 | 5782 | 5891 |
| **80 TOYOTA** | | | |
| Corolla 2 Dr Sdn | 3629 | 3667 | 3735 |
| Celica St Spt Cpe | 4622 | 4668 | 4756 |
| Corona Sdn 4 Dr | 4311 | 4355 | 4436 |